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Progress in Extension Work in 1932

C. W. Warburton

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PROGRESS IN EXTENSION WORK IN 1932

C. W. Warburton
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The farm organizations of the United States and the Extension Service have in common a great fundamental objective. They seek to increase the net income from the farm. In accomplishing this purpose, we know that we would realize for the farm family two things - first, increased buying power; and second, maintenance of an adequate standard of living. Increased buying power for the farm family is the surest guarantee of the return of business activity and prosperity in the community. An adequate standard of living means satisfaction and pride in farm life on the part of every member of the farm family. Here, in brief, is the program on which, I believe, the Extension Service and the farm organizations are united. What progress have we made this year in carrying out this program? I will attempt to answer this question for the Extension Service.

It goes without saying that the economic situation of the world, the Nation, and agriculture during the year has been extraordinary. The general depression, marked reduction in consumption of many agricultural commodities together with surpluses of some of these commodities, and other factors have made it imperative that serious readjustments be made in farm production and living. It has been necessary for farm families to develop and use sources of income which they had not previously used. Supplemental and alternative lines of production have had to be considered and decided upon. Never before have there been so many factors for farm people to consider, or such need for careful study of the situation in which the individual farmer finds himself.

Making Needed Facts Available

In seeking to meet the various situations in which they have found themselves, farm people have made urgent demands on the United States Department of Agriculture and the State agricultural colleges for reliable and practical information bearing on both production and marketing. It has been the duty of the Extension Service to meet these demands.

DISTRIBUTION: A copy of this circular has been sent to each extension director, extension editor, agricultural-college library, and experiment-station library.

sion Service to bring to farmers and farm women seeking such information the facts best adapted to their particular needs. More than ever before, responsible farm organizations have cooperated with county extension agents in making these facts available and in putting them to practical use. I am happy to pay deserved tribute to the cooperation given to extension agents by farm organizations. Without the aid of organized farm groups the Extension Service would have fallen far short of its opportunities for being of service to farm people this year. These organizations have made it their business to carry through the extension programs in their counties to a successful conclusion. As individuals their members have served as local leaders, demonstrators, and cooperators in bringing to the attention of their friends and neighbors the information they have obtained through their county extension agents.

The strength of the Extension Service lies in the number of farmers and farm women throughout the country who have made the extension program their own and who are giving voluntarily of their time and effort to carry out this program in their communities. Last year there were 150,000 men and 128,000 women who served as volunteer local leaders in extension work among their neighbors. As a part of the program, over a million demonstrations were carried out by men and women interested in improving their methods of production, management, marketing, and home making. Indications are that these numbers of men and women actively interested in promoting extension work have increased materially this year.

I have been speaking of extension work as it is directly affecting the work of farmers and farm women. I would be lacking in appreciation if I did not mention the enthusiastic interest that farm organizations have shown in 4-H club work for farm boys and girls. Their interest and your support have meant much to us in the effort to give farm boys and girls the opportunities for self-advancement and self-expression that membership in a 4-H club affords them. Last year we had 890,000 boys and girls enrolled in club work. We are confident that this year the enrollment, in spite of adverse conditions in many communities, will considerably exceed 900,000 members. What an army of youth we have, learning not only to take their part in the ranks of agriculture, but actually contributing in no little measure to the production, income, and economy of the farms on which they live! This work, too, would have fallen far short of its possibilities this year did we not have some 70,000 men and women and, in addition, 30,000 older boys and girls generously giving their time and effort to encouraging and carrying it on.

The Problem of the Individual

The chief reason for a growing rather than a lessening interest in extension work on the part of the many farmers and farm women participating in it is due in the main I think to their belief that through such participation they can more wisely settle the many questions which in these difficult times face them from day to day and from week to week. The complexity of the individual's problems has greatly increased. He must figure closely on every move. This has resulted in a much heavier demand on the time of the county extension agent for visits and consultation with individual farmers and farm women regarding their problems. "What must I do?" is a question that the extension agent is called upon again and again by the individual farmer to help answer. More often than not in these days the agent must aid him, if possible, to reduce production costs and to devise some way to make enough money to pay his taxes or the interest on the mortgage. Quick thinking, resourcefulness, and sound judgment are demanded of the agent constantly in his efforts to serve and aid the farm families of his county.

Producing at Low Cost

Economy and efficiency in production processes are imperative if the farmer is to stay in business. It is necessary under present conditions that the farm be organized and operated to produce with the smallest expenditures of money, time, and effort per unit. In accomplishing this result farmers have utilized with advantage information provided by county extension agents bearing on the use of efficient methods in growing crops and livestock, the prevention of loss and waste from diseases and pests, the use of improved seed, and the best cultural methods.

Iowa's swine industry provides a striking example of the increased efficiency and economy of livestock production resulting from the application of extension recommendations that ought not to be allowed to deteriorate in the face of present conditions. Because of the increase in the average number of pigs per sow raised to the weaning age in Iowa, in 1931 as compared with the average for 1923, the State required half a million fewer sows to produce the 1931 hog crop than were required to produce a crop of the same size in 1923. This means that the Iowa sows are one-third more efficient than they were nine years ago, because of improvement in sanitation, feeding, and management.

Six years ago less than 20 per cent of the cotton used in the South Carolina mills was grown in the State, so the mills were compelled to go to the Mississippi Delta or further west for their long-staple cotton while South Carolina cotton sought a market elsewhere. At the present time from 70 to 80 per cent of all the cotton grown in South Carolina is classed as long staple, ranging from 15/16 to 1-1/8 inch, and at least 80 per cent of all the cotton used in the mills in the State is produced in South Carolina. As a result, South Carolina farmers profit directly by better prices for better length and quality of staple. This result was brought about through cooperation of the South Carolina Extension Service with the plant breeders and the cotton mills.

Improved pastures furnish an economical source of cheap feed for livestock. A typical experience was that of one demonstrator in New Hampshire, who top-dressed 5 acres of pasture on April 4 with 500 pounds of complete fertilizer, at a cost of \$75. Within four weeks he turned his cows on the pasture and they grazed there at intervals for six weeks. Two tests during that time showed that the herd produced 7,000 pounds more milk in May and June than in the same months in the previous year, in spite of there being one cow fewer and 800 pounds less grain fed. Based on current milk prices the extra milk was worth \$189 and the grain saved, \$16. The net increase in income was \$130.

Less land, labor, and expense are required to produce crops with the same or higher yields when high-quality seed is used. The county extension agent in Washakie County, Wyo., persuaded the farmers of the county to select a variety of beans more suitable than the ones they had been growing, to produce the beans for seed, and to set up a small growers' association to handle them. Agents advised the farmers during the growing season and helped them to sell their crop cooperatively. The result was that 200,000 pounds of good bean seed were produced and sold at 5 cents a pound. If the farmers had continued to grow the variety they had previously used, the same quantity of beans would have brought them \$6,000 less than they received for the seed of the new variety.

Adjustments in Crops Grown

The unusual demands of the situation have brought several crops into prominence because of their adaptation to certain new requirements. County agents in several Southern States are giving considerable attention to hegari, which seems particularly well adapted to the Mississippi Delta. The average yield of corn in Rusk County, Tex., is estimated at 12 bushels to the acre, whereas yields on hegari demonstrations have averaged 23 bushels of heads and 1 ton of forage to the acre.

In Kentucky and Missouri extension workers have aided farmers in establishing Lespedeza as an economical source of feed for livestock. It has been demonstrated this year that dairymen utilizing Lespedeza pastures can carry their cows on them for 11 months during the year and produce butterfat at a cost of 9 cents per pound. Polk County, Ore., now has 3,500 acres of alfalfa, whereas five years ago it had but 70 acres. It is estimated that alfalfa returns to the farmers of this county are \$25,000 more than could be obtained by growing other crops on the same land.

Eight years ago in Rio Arriba and Taos Counties, N. Mex., practically no potatoes were grown. It was found that this area was especially adapted to potato production and that it would make an ideal section for the production of seed potatoes for other areas where growers were specializing in production for market. Through the cooperation of extension workers, the farmers of these two counties have developed one of the best seed areas in the entire western country. This year an association of approximately 100 growers has produced from 1,200 to 1,400 acres of potatoes. It is estimated that three-fourths of all the seed potatoes used in the San Luis Valley in Colorado now come from Rio Arriba and Taos Counties in New Mexico and new markets in valleys farther west around Grand Junction, Colo., are being developed.

More Efficient Practices Adopted

Not only have there been changes in lines of production undertaken by farmers during the past year, but they have made many adjustments to more economical farm practices as well. This has been particularly true of the use of farm labor, power, and machinery. The year has witnessed a considerable shift in some sections from tractor to horsepower. The spread of the use of big hitches encouraged by extension agents has enabled farmers to use horses effectively in operating gang plows and other machinery hitherto largely drawn by tractors. This, in turn, has reduced operation costs, since the horses are being largely maintained on feeds grown on the farm itself.

Terracing and the building of soil-saving dams has been an important activity on many farms this year. Including the estimated acreage terraced during this year, approximately 15,000,000 acres will have been terraced in accord with extension recommendations for the past 10-year period. Texas alone terraced over one million acres in 1931.

According to the 1930 census, 27 per cent of the total value of farm lands and buildings in the United States is invested in farm buildings. The Extension Service has stressed the importance of putting all existing buildings in good condition and repair. The service has cooperated with lumber dealers and builders in working out the most satisfactory and economical types of farm buildings to house livestock and poultry. In Nebraska last year, for example, over 21,000 sows were housed in

sanitary and economical buildings built as a result of such extension activity. Another timely activity has been the widespread construction by farmers of trench silos. The cost of these silos is approximately one dollar per ton capacity. This cost is often less than that of putting the crop into the silo.

Extension agents supplied information having to do with the installation of water supply, plumbing, sewage disposal, lighting and heating systems, and for the planning, construction, and remodeling of farm homes in every State. Rural electrification, also, has been an important phase of farm-home improvement. An electrified home is the immediate goal of thousands of our farm families every year. Even the depression, I am glad to say, has failed to change this attitude.

Loss and Waste Prevented

In dealing with plant-disease and insect-control problems, the larger growers, particularly those specializing in intensive crops, have given more than their usual attention to cutting production costs and improving quality. In this group are the apple growers of New York, Pennsylvania, Ohio, and other States, who have made full use of the spray services to produce full yields of high-quality fruit. Extension workers have emphasized more than ever before the economies effected by controlling plant diseases, at the same time evolving the lowest cost methods consistent with safety. In Pennsylvania, for example, observations in connection with the spray service showed that one spray could be omitted from the schedule in 21 counties, and this omission saved growers \$24,000 in spray materials and \$26,000 in labor and wear on machinery.

In 1928, 41 per cent of the wheat shipped out of Brown County, S. Dak., was smutty and had to be sold at a discount. In 1929, 17 per cent was smutty; in 1930, 20 per cent; and in 1931 and 1932, only about 5 per cent. The average crop for the county amounts to approximately two million bushels, so that each decrease of 1 per cent represents about 20,000 bushels. This improvement in quality was very largely due to an intensive smut-control campaign conducted by extension workers.

Extension workers assisted in insect and other pest control operations in all States during the year. One of the principal efforts in this line was the grasshopper-control campaign in the North Central States, where 751,000 acres of crops were protected by the use of 15,000,000 pounds of poison bait. Iowa has carried on a state-wide campaign for the eradication of the horse botfly, and it is conservatively estimated that 200,000 horses were treated in that State last year.

Efficient Marketing Promoted

After the farmer has reduced to the lowest possible point his production costs, he wants to sell his products to the best advantage. Then, if ever, he needs the most reliable facts and information to guide him. During the year extension workers have made preliminary analyses to determine whether farmers' marketing organizations are feasible in given localities, whether the marketing can be done by existing agencies, and what producers might do toward establishing new agencies or practices. They have helped farmers in setting up new marketing agencies or analyzing existing ones, and have acquainted producers and officers of cooperative associations with the constitutions and by-laws of such associations, methods of legal procedure, systems of accounting and finance, and sound business policies. They have helped farmers to improve such marketing processes as packing, grading, and standardizing commodities, and in reducing losses in marketing channels, warehousing

and storage. They have kept farmers informed on probable market demands, to enable them to adjust their production programs and to know when to sell. They have helped officers and managers of cooperative associations in educational campaigns to teach the members and the public about the activities of particular marketing organizations and of the whole cooperative-marketing movement. The volume of business done by organized groups of farm people last year with whom extension workers cooperated totaled \$350,000,000. Of this sum \$300,000,000 represented farm products sold, and \$50,000,000 represented goods required by farmers and purchased by them through the same cooperative groups that sold farm products.

An instance of the effectiveness of cooperative-marketing activity, encouraged by extension service workers, occurred in the early-potato region, including Florida, South Carolina, North Carolina, Virginia, and Maryland. Extension workers gave the producers advice and help in the cooperative-marketing program. The president of the North Carolina Produce Growers' Cooperative Association (Inc.), stated at the end of the marketing season that "During the last three years, when North Carolina shipped 5,500 to 8,500 carloads of potatoes, I have estimated at the end of each season that the growers in this State have saved no less than \$100 per car, the saving being the amount we received above what I felt at the time we would have received without the benefit of this work."

In another instance in New Hampshire the potato market was gradually being absorbed by chain stores which bought outside the State. A number of growers and their county agent worked out a marketing plan which chain-store managers agreed to try. Quality of the product and the supply were guaranteed by the grower, and the product was advertised as New Hampshire grown. Under this plan 137 stores bought more than 100,000 bushels of potatoes that brought a fair price to local growers.

The Extension Service found the prune industry in California in difficulties. Previous attempts to rehabilitate this industry had not been satisfactory. The Extension Service developed a plan of its own, essentially a prune pool, sold this plan to the farmers, assisted in its set-up, and entered directly, energetically, and dynamically into its propaganda. Whether the plan as actually set up will be continuously successful only the years can determine. However, it has brought much commendation to the Extension Service in California, and other enterprises are asking that a similar service be extended to them.

Iowa County, Iowa, affords an example of the significance of the growth of cooperative marketing from the standpoint of the agriculture of a county. Although the patrons of the five shipping associations in Iowa County received \$383,000 less than in the previous year because of lower prices, a 3.4 per cent increase in volume of business occurred. The associations moved 757 cars of hogs, 91 of cattle, and 25 of sheep, a total of 873 carloads that returned a gross total of \$932,000. Savings through using the cooperatives are estimated at \$15,650. Cost of marketing hogs has been reduced to 32 cents per hundredweight, as compared to 54 cents in 1922. This difference is quite largely accounted for by the increasing use of direct markets, some of which buy on track at point of loading.

Supplemental Sources of Farm Income

Both this year and last, farm people have sought earnestly to develop new and supplemental sources of income to make up the deficiencies of income from the regular operations of the farm. In aiding in the development of these sources of

supplemental revenue, the extension agents have cooperated with every member of the farm family. Farm women, boys, and girls have taken up various activities which might return a little money.

Duval Davis, negro farmer in Bedford County, Va., had always made a living on his farm, but this year, on account of low prices for farm products, he had to do public work. His six children, all members of 4-H garden clubs, plowed a garden, planted the seed, cultivated the crops, gathered and graded the vegetables for market, drove a truck to Lynchburg twice a week, and sold 30 bushels of greens, 5 bushels of garden peas, 50 bushels of string beans, 10 bushels of butter beans, 10 bushels of blackeyed peas, 15 bushels of tomatoes, 150 bunches of onions, 200 bunches of beets, 500 pounds of cabbage, 150 pounds of squash, and 700 dozen ears of sweet corn, for a total of \$470.

Women Market Products

Minor cash enterprises which would help to make up for deficiencies in income from major crops, have been started and encouraged, and direct marketing of the products of farms, gardens, handicrafts, and home industries was one of the principal means which housewives took to augment farm incomes that had decreased sharply. Extension workers devoted much effort to assisting individuals or groups of women who had something to sell and who wanted to sell it to the best advantage. Individual and group marketing activities, market grading and packing demonstrations, and planting for market purposes as well as for family use, were reported from many States. In such marketing activities, 34,687 women were enrolled last year. They disposed of products worth \$1,459,972. In North Carolina, women set up six new markets in 1931, bringing the total for the State to 35, which did a business of \$305,088 for the year. South Carolina extension forces carried on marketing projects in 46 counties and assisted 21,441 persons in selling \$312,999 worth of surplus farm, orchard, garden, poultry, pork, and other products. Arkansas reported 22 roadside-market demonstrations in 20 counties.

There has been a great demand from farm women this year for information on some of the old-fashioned home arts and crafts and timely thrift measures. Extension workers encouraged the standardization of articles made for sale, and the women recognized the value of such standardization. They have taught farm women and girls to make quilts and rugs, baskets, tooled-leather articles, and to prepare fancy packs of fruits and vegetables, Christmas greens, and specialties of different localities. Ohio taught handicrafts at farm women's camps. Maine reported a Christmas gift project, leaflet, and exhibit. Southern home demonstration agents supervised the making of honeysuckle-vine and pine-needle baskets. They also assisted in the making of rugs, coverlets, and other woven articles. Last year 45 home makers with 15 helpers, in two Tennessee communities, made and sold 225 hooked rugs and 4,221 hooked mats for a total of \$4,365.25, in spite of adverse economic conditions.

The activities of 4-H club members during the year have often enabled them to give definite financial aid to the household. A fat baby-beef, three or four sheep, the products of a garden, home-canned fruits and vegetables, clothing and furnishings remodeled or manufactured from inexpensive material, have been significant items in increasing the family incomes or reducing expenses.

Credit Facilities Developed

One of the most serious problems has been to find ways to enable the farmer to keep up, in the face of lower prices for his products, what he knows to be good farming. When there is little or no profit being obtained from farm operations, there is likely to be a let down in the ordinary routine methods relating to the production of crops or animals. Farmers are reluctant to spend money incident to such production, particularly if they do not have the money or credit is difficult to obtain. It may be utterly absurd to attempt to grow a certain product without an application of fertilizer, and yet, when the sale price of the product is low, the temptation is strong to avoid the cost of the fertilizer. This is bad enough when only annual crops are concerned, but when, for example, the let down affects the care of an orchard which represents the work and development of years, failure to give the proper attention to the trees for even a single season may destroy the whole capital investment.

Consequently, the Extension Service has assisted farmers during the past year in the credit field. The importance of making annual farm inventories, filing credit statements at banks, and endeavoring to use bank credit instead of store credit, has been stressed by extension agents. A striking instance of activity in this field was the cooperative work done with the bankers of Georgia in a directed agricultural-credit movement. This work is proving of great value both to the bankers and to the Extension Service. In 117 of the 160 counties in the State, agricultural programs were adopted by the farmers of the county at mass meetings. The bankers then printed and distributed copies of the program and announced to the farmers that they would lend money on that basis only.

Living Economically

Farm families during 1932 have sought in every possible way to reduce their expenditures. Particularly has the farm woman set an example of thrift and cheerfulness in the face of financial difficulties and worry. She is busy making bread, canning and drying fruits and vegetables, curing meats, making soap, laundering and dry cleaning clothes, remodeling coats and dresses, and making the few dollars she has to spend go as far as she can. Her day is used to better advantage than that of her grandmother, because home demonstration work has helped her to obtain more effective results with less laborious methods.

The year was marked by the unprecedented activity in the planned production of home-grown foods, the canning and storage of fruits and vegetables, and the canning and curing of meats. In every State the poultry flock and the home dairy have been developed to the utmost to meet the nutritional needs. It has been in the South, however, with its high proportion of tenantry, its many small farms, and its vivid memories of hunger due to floods and drought, that living well at home has been most fully realized.

On a cotton plantation in the Delta area of Mississippi, the landlord has met the situation by having a 30-acre community garden which the tenants are required to work on stated days. The surplus from the garden is canned in a large steam-pressure cooker for winter use. The landlord had a dairy on the plantation that cleared \$3,000 last year. He found his customers for whole milk falling off, so he put in an ice-cream plant and now can not fill the orders. He has culled his dairy herd closely, and cans the beef and veal for winter use. This illustrates how the thinking southern farmer is meeting the situation. The live-at-home program

also, has offered the most satisfactory method of reducing cotton acreage, since every acre of food and feed reduces the acreage of cotton a farmer can cultivate and harvest.

Many extension agents have found on farms of their counties a surplus of milk or an excess of beef that could hardly be sold at any price. They have put on culling campaigns along with butchering demonstrations. This has not only increased the efficiency of production of animals left on hand, but has tended to sustain the price of the animals and products left on their farms, as well as to lower the cost of living on the farm. Canning for 1931 in 120 counties in Texas where home demonstration agents were employed, totaled a little more than 32 million containers out of 50 million containers estimated to have been canned in the State as a whole. If the final reports made by home demonstration agents bear out preliminary estimates, canning by farm women in Texas this year will nearly reach or perhaps exceed 100 million containers.

Extension workers have been able to supply thousands of home makers handicapped by reduced incomes, with suggestions on clothing the farm family. Demonstrations and exhibits were staged in coat making; women were taught to make garments from flour, feed, and sugar sacks; sewing-machine clinics were held; and "use cotton" campaigns were staged. Virginia prepared for the State fair an exhibit on the use of cotton bags for making clothing. North Carolina has had 51 cotton-dress shows and a state-wide cotton-dress contest. Negro farm home makers, lacking money to buy clothes for their families, have learned to clean and dye feed, seed, and fertilizer bags and to make clothes and household furnishings from them.

To this effort to live economically, the 4-H club girls are making a contribution this year that promises to outdo the contribution they made in 1931. Last year they canned over 6,000,000 jars of fruits, vegetables, and meats for the winter's food supply, or enough to meet the winter needs of 30,000 farm families - an amount nearly twice as much as that of the preceding year. Nearly 100,000 of them applied their food-club training to the preparation of nutrition meals. Over 300,000 of them cheerfully made and repaired clothing for themselves and for their younger brothers and sisters, and club stories of nearly 90,000 4-H club girls tell how they added comfort and beauty to their homes at small cost by refinishing furniture, painting the woodwork, making simple and attractive furnishings, and planting native shrubs around their own farmsteads.

Morale Maintained

Farm families have felt the need this year of relief from the strain of difficulties and discouragement upon them. For this reason attractive surroundings, good health, wholesome recreation and social contact with neighbors, better family relationships, seem to have meant much more to them than in more prosperous times. Inexpensive improvement and beautification of the home and the grounds have helped to encourage many a farm family. Much has been accomplished along these lines with little or no cash outlay. Home makers have refinished and reupholstered furniture; have made rugs, curtains, and draperies out of inexpensive materials; and have brought to light many artistic pieces of furniture that had been stored and forgotten in attics. Grounds and yards, as well as the interiors of houses, have been improved and beautified. Local woods, cuttings from the gardens of friends, and plant exchanges among the home demonstration club members were the principal sources of material for beautification. From many States come reports of the planting of shrubs and shade trees, repair of buildings, removal of rubbish, and other work that adds to the appearance of home surroundings at slight cost.

Recreation at Little Cost

Recreation at little or no cost is a real factor in maintaining morale in these troublous times.. The Extension Service has cooperated systematically with the National Recreation Association and other agencies for the past three years in developing leaders in recreation and amateur dramatics in rural communities. Institutes have been conducted in more than 40 States to aid such development of local leaders who, following attendance at these institutes, returned to their communities to organize and carry out suitable recreation programs.

Farm women's camps, picnics, county-wide playdays, pageants, choruses, and orchestras, have been organized. Under the impetus of the Washington Bicentennial Celebration, many counties have staged historical pageants depicting their racial, social, and economic development. In Iowa there have been county and State choruses, a review of the important songs and music of many nations, county-wide dramatic tournaments, and music-memory contests. Many States reported an increase in the number of camps and campers. The Massachusetts Extension Service has stressed recreation in the farm home, and supplied local groups with recreation suggestions for each month. Mississippi has conducted a state-wide music-appreciation contest.

The economic depression has menaced the health of the farm family. In far too many homes, illness resulting from lack of adequate nourishment and clothing have caused losses of time, money, and working power that have been serious. For this reason, extension workers have redoubled their efforts to help farm families maintain their health standards. Recommendations on properly balanced and adequate diets, and menus available from the products of the farm or at the lowest possible cost for purchased food have been worked out and supplied to farm home makers. Special attention has been given to the use of foods locally plentiful, such as wheat, sorghum, potatoes, beans, apples, and peaches.

Emergency Work

Depression, unemployment, drought, and the ravages of insect pests have brought dire want and suffering to many farm families in the past few years. Wherever the National or State Governments have attempted to meet existing problems of unemployment, or to relieve the distressed in rural districts, county extension agents usually have assisted in the execution of these plans. They have aided local committees materially this year in the efforts of the Reconstruction Finance Corporation to make needed credit available to farmers in areas where, because of crop failures or economic conditions, refinancing of the farm business has become imperative. They have encouraged farmers receiving such assistance to grow emergency feed and food crops. Commenting on the results of such work, Graham Hales, extension agent in Copiah County, Miss., says: "These loans have shown our farmers how much more economical it is to have ready cash on hand with which to make purchases. By paying cash for fertilizer they have been able to save more than 15 cents on the dollar over the best prevailing credit prices. In addition, the influence of the loans has caused the smaller farmer to grow sufficient feed crops for all livestock needs, to appreciate a year-round garden, to plan his future crops to offset the loans, and to take care of other outstanding obligations."

Relief Activities

Organizations of farmers and farm women have been active throughout the country in relieving distress and destitution in their communities. Our extension agents have worked along with them in cooperating with county governing bodies and

local relief organizations in bringing systematic and efficient aid to those in need of food, clothing, and shelter. Throughout the country home demonstration agents have encouraged rural women to donate excess food supplies for the use of needy neighbors and for canning to use in rural schools to assure one hot dish for rural children at their noon meal on wintry days. Community home demonstration clubs in North Carolina served as centers for gathering information on families needing food or clothing, and the club members helped Red Cross and other agencies by taking care of families in their own neighborhoods. They held sewing bees and made new garments, patched old ones, and renovated and cleaned many others. South Carolina reported similar relief activities, and club members in that State raised money for destitute families. Ohio agents trained volunteer visitors for relief agencies in the fundamentals of food and clothing needs, and have established canning kitchens where food has been canned for distribution by relief agencies. During the year each home demonstration agent in Iowa taught canning methods to groups in her own county and in a near by county to representatives of such public organizations as county overseers of the poor, churches, county supervisors of public schools, parent-teacher associations, women's clubs, American Legion, social welfare organizations, and the like. These are a few of the many relief activities in which farm women throughout the United States, assisted by county extension agents, engaged.

Extension Personnel and Funds

I have discussed some of the problems with which we have had to deal in 1932. I have shown you how, in various ways, extension agents have been of assistance to farmers and farm women throughout the country in meeting their problems. Such information as the State agricultural colleges and the Federal Department of Agriculture have had, they have brought to the farm. They have given their best thought and effort in helping farmers and farm women to put such information into successful use in their homes and on their farms. I now present a few facts and figures on the extension organization itself. On October 31, last, there were at work in all the States a total of 5,905 extension workers. Compared with 6,124 extension workers employed on October 31, 1931, this is a loss in a year's time of 219 workers, or about 3-1/3 per cent. The following figures tell the story in more detail:

Extension Workers, October 31, 1931-1932

	1931	1932	Loss
County agricultural agents and assistants.....	2,772	2,695	79
Home demonstration agents and assistants.....	1,390	1,337	53
City home demonstration agents.....	10	10	--
County club agents and assistants.....	243	205	38
Specialists.....	1,209	1,160	49
Directors, assistant directors, State and assistant State leaders, supervisors.....	500	500	--
Total extension workers.....	6,124	5,905	219

It is encouraging to know that 44 counties without agents in 1931 appropriated funds in the first 10 months of 1932 for the employment of agents. Of these 44 counties, 20 are employing such county extension agents for the first time. The other 24 are resuming extension work after intervals of from 1 to 19 years in which they have not had an agent or agents. Of the newly appointed workers, 19 are home demonstration agents and 28 are agricultural agents. Three of these counties employed both agricultural and home demonstration agents.

Now as to appropriations. The total funds allotted for cooperative extension work in the States and Territories during the fiscal year 1932-33 amount to \$23,405,000; a reduction of about \$2,000,000, or 8 per cent, from the amount available during the previous year. Of the total funds allotted, \$9,653,000 is from Federal sources, and \$13,752,000 from sources within the States and Territories. The reduction in Federal funds was very small, amounting to only \$63,000, while funds available from sources within the States were reduced by about \$1,930,000. It is estimated that during the present fiscal year about 64 $\frac{1}{2}$ per cent of all extension funds will be expended for salaries and expenses of county extension agents, 20 $\frac{1}{2}$ per cent for subject-matter specialists, 9 $\frac{3}{4}$ per cent for supervision of county workers, 1 $\frac{1}{4}$ per cent for publications and 4 per cent for administration at the colleges. The foregoing figures present the picture of the present condition of the extension organization.

Looking Forward

To-day we face new problems. New and untried fields of activity confront us. The restoration of sound financial conditions, tax adjustments, controlled production - these are some of the new problems with which we have to deal. These problems, for the most part, are new to the Extension Service. The need for reliable facts in dealing with these problems is great. The State agricultural colleges and the department, I know, are making every effort to meet this need. It will be the purpose of the Extension Service to see to it that the facts relating to these problems are supplied promptly to every extension worker. We intend that each man and woman of the Extension Service shall be equipped to give the fullest possible aid with these new problems. On their personal efforts and loyalty to your interests, I know the people they serve can continue to count.

There is another matter we must not overlook. On the buying power of the farm family depends in no small degree the return of business activity and more prosperous times. More people need to realize this fact. It should be understood, too, that in aiding the farm family to enlarge its buying power the county extension agent is rendering invaluable service to all the people of the county in which he serves. As he is a public official, the people of his county are entitled to a frequent accounting of the activities of the agent and of the progress he is making. So, as we progress into new fields of activity, it becomes even more important that the public generally understands why certain policies are adopted and certain things are done. To this end we shall encourage every extension agent during the coming year to make the fullest possible use of the opportunities offered by local newspapers, the radio, and meetings of business men and civic groups to present the farming situation in his county and to enlist public support for the program adopted to reestablish farming on a sound and profitable basis; and to guarantee a satisfying standard of living to every industrious farm family. I hope that in the effort on the part of county extension agents to win public appreciation for this program, they may have from members of farm organizations the fullest support and encouragement.



